

Regional Profiles for Industry Targeting

Lansing Region (Clinton, Eaton and Ingham Counties)

Current Labor Market Indicators

Area	Jobless Rate	Avg. Weekly Wage	Change 2001-2003			Forecast Job Growth Rate 2000- 2010
			Jobless Rate	Jobs	Weekly Wage	
Region	4.9%	\$638	+1.5	-0.7%	+5.0%	+7.5%
Michigan	7.3%	\$727	+2.0	-4.2%	+4.4%	+9.3%
U.S.	6.0%	\$691	+1.3	-2.6%	+3.4%	+15.2%

Industry Job Trends

Industry	Percent Change 2001-2003			Share of Total		
	Region	MI	U.S.	Region	MI	U.S.
All Industries	-0.7	-4.2	-2.6	100.0	100.0	100.0
Construction	-11.5	-8.0	-2.5	5.3	5.2	6.2
Manufacturing	-8.4	-12.7	-12.5	14.9	19.7	13.5
Trade	-5.3	-6.0	-2.3	18.4	18.6	19.0
Transportation	+0.0	-5.2	-5.6	3.4	2.7	3.7
Utilities	(P)	-2.1	-4.0	(P)	0.6	0.5
Information	+5.3	-7.2	-12.5	2.1	1.9	3.0
Financial Activities	+10.7	+3.8	+1.9	9.2	5.8	7.3
Professional & Business Services	-4.4	-3.4	-3.8	13.1	16.0	14.8
Educational Services	+22.4	+14.8	+7.4	1.3	1.4	1.9
Health Services	+10.4	+5.0	+6.0	14.0	12.8	12.8
Leisure & Hospitality	+5.1	+1.5	+1.6	11.9	11.0	11.5
Other Services	-2.3	-4.5	+1.3	5.2	3.5	4.0

P – Protected Data

Regional Profiles for Industry Targeting are for informational purposes only. Grant proposals may reflect regions and industries not captured in these profiles.

Lansing Region
(Clinton, Eaton and Ingham Counties)

Potential Target Industries

Core Industries (Region has a higher share of jobs in this industry than nationally)

Industry	Jobs	Average Weekly Wage	Percent Change 2001-2003	
			Jobs	Weekly Wage
Transportation Equipment Manufacturing	12,633	\$1,176	-5.7	+14.6
Insurance Carriers & Related Activities	6,494	\$938	+11.4	+8.0
General Merchandise Stores	6,264	\$331	-7.5	+15.4
Hospitals	9,038	\$712	+5.9	+3.5
Real Estate	2,521	\$472	+12.4	+2.6
Fabricated Metal Product Manufacturing	2,623	\$823	-1.3	+5.7
Food Services & Drinking Places	15,148	\$198	+9.4	+5.6
Food and Beverage Stores	4,485	\$302	-6.3	+5.0
Construction of Buildings	2,441	\$757	-11.2	-1.8
Ambulatory Health Care	6,799	\$848	+5.3	+8.0

Developing Industries (Region's share of jobs advancing faster than national average)

Industry	Jobs	Average Weekly Wage	Percent Change 2001-2003	
			Jobs	Weekly Wage
Internet Service Providers	455	\$673	+136.3	+10.9
Funds, Trusts & Other Financial Vehicles	463	\$1,033	+6.2	+11.3
Primary Metal Manufacturing	748	\$833	+5.3	+13.9
Truck Transportation	1,366	\$698	+19.7	+6.5
Educational Services	2,127	\$518	+22.4	+1.9
Nursing & Residential Care Facilities	3,117	\$370	+10.2	-3.1
Electronics & Appliance Stores	663	\$443	+0.5	-13.2
Chemical Manufacturing	883	\$1,288	+10.1	+18.1
Merchant Wholesalers of Durable Goods	3,092	\$744	-0.9	-0.3
Transit & Ground Passenger Transport.	526	\$355	+6.2	+6.3

Lansing Region
(Clinton, Eaton and Ingham Counties)

Under-Represented Industries (Regional industries with below average share in jobs, but with positive employment outlook nationally)

Industry	Jobs	Average Weekly Wage	Percent Change 2001-2003	
			Jobs	Weekly Wage
Food Manufacturing	708	\$674	-6.6	+0.8
Telecommunications	766	\$935	-16.3	+11.5

Competitive-Advantage Industries (Regional industries with a favorable combination of wage, employment change, and competitive employment performance vs. national trends)

Industry	Jobs	Average Weekly Wage	Percent Change 2001-2003	
			Jobs	Weekly Wage
Transportation Equipment Manufacturing	12,633	\$1,176	-5.7	+14.6
Insurance Carriers & Related Activities	6,494	\$938	+11.4	+8.0
Warehousing and Storage	1,976	\$732	-8.6	-4.6
Hospitals	9,038	\$712	+5.9	+3.5
Financial Institutions & Related Activities	3,794	\$793	+17.7	+8.1
Primary Metal Manufacturing	748	\$834	+5.3	+13.9
Fabricated Metal Product Manufacturing	2,623	\$823	-1.3	+5.7
Bldg. Material/Garden Eqt. & Sup. Dealers	2,116	\$516	+8.9	-0.2
Educational Services	2,127	\$518	+22.4	+1.9
Professional/Scientific/Technical Services	9,992	\$890	-1.9	+5.6

Lansing Region
(Clinton, Eaton and Ingham Counties)

Fabricated Metal Products Manufacturing

Current Labor Market Indicators

Area	Percent Change 2001-2003		Average Weekly Wage	Forecast Job Growth Rate 2002- 2012
	Jobs	Weekly Wage		
Region	-1.3	+5.7	\$823	N/A
Michigan	-7.2	+4.2	\$774	N/A
U.S.	-12.6	+5.3	\$739	+6.3%

Primary Occupations

	Machinist	CNC Operator	Production Supervisor
O*Net SOC Code	51-4041.00	51-4011.01	51-1011.00
Average Wage	\$18.36/hr.	\$15.48/hr.	\$24.60/hr.
Tasks	Align/secure tools Calculate dimensions Dismantle equipment Fit/assemble parts Maintain machines	Set machine tools Install tools Determine specs. Calculate/set controls Maintain machines	Direct activities Plan schedules Calc. requirements Determine standards Evaluate production
Knowledge*	Mechanical Design Engineering/tech. Mathematics Production/processing	Mechanical Production Processing Engineering Technology	Production/processing Management Human resources Mathematics Education/training
Skills*	Quality control Operation/control Mathematics Operations analysis Equipment selection	Operation/control Monitoring Equipment selection Eqt. maintenance Quality control	Coordination Reading comp. Speaking Time management Critical thinking
Abilities*	Visualization Control precision Near vision Written comprehens. Manual dexterity	Problem sensitivity Control precision Number facility Wrist-finger speed Reaction time	Oral expression Oral/written compr. Problem sensitivity Speech clarity Deductive reasoning

*Listed in order of importance

For detailed information see O*Net OnLine: http://online.onetcenter.org/gen_search_page

Lansing Region
(Clinton, Eaton and Ingham Counties)

Insurance Carriers and Related Activities

Current Labor Market Indicators

Area	Percent Change 2001-2003		Average Weekly Wage	Forecast Job Growth Rate 2002- 2012
	Jobs	Weekly Wage		
Region	+11.4	\$937	+8.0	N/A
Michigan	+4.0	\$930	+4.8	N/A
U.S.	+1.7	\$1,013	+9.2	+7.6%

Primary Occupations

	Insurance Claims Clerks	Insurance Sales Agents	Insurance Underwriters
O*Net SOC Code	43-9041.00	41-3021.00	13-2053.00
Average Wage	\$13.83/hr.	\$30.01/hr.	\$22.15/hr.
Tasks	Apply ins. rating syst. Calculate claim amt. Contact insured pers. Post information Review policy	Call policyholders Calculate premiums Customize programs Sell various policies Interview clients	Examine documents Determine risk Evaluate possible loss Review records Explain comp. policy
Knowledge*	Clerical Mathematics English language Economics/accounting Customer service	Customer service Sales Marketing English language Computers	Mathematics English language Economics/accounting Clerical Administration
Skills*	Speaking Active listening Reading comprehens. Mathematics Writing	Active listening Speaking Time management Reading comprehen. Persuasion	Judgment Decision making Reading comprehens. Mathematics Critical thinking
Abilities*	Number facility Written comprehens. Oral comprehension Near vision Information ordering	Oral expression Oral comprehension Written comprehens. Written expression Deductive reasoning	Written comprehens. Problem sensitivity Written expression Oral comprehension Oral expression

*Listed in order of importance.

For detailed information see O*Net OnLine: http://online.onetcenter.org/gen_search_page

Lansing Region
(Clinton, Eaton and Ingham Counties)

Hospitals

Current Labor Market Indicators

Area	Percent Change 2001-2003		Average Weekly Wage	Forecast Job Growth Rate 2002- 2012
	Jobs	Weekly Wage		
Region	+5.9	+3.5	\$712	N/A
Michigan	+5.4	+8.6	\$721	N/A
U.S.	+5.0	+10.5	\$749	+15.2%

Primary Occupations

	Registered Nurse	Medical and Health Service Manager	Nursing Aides and Orderlies
O*Net SOC Code	29-1111.00	11-9111.00	31-1012.00
Average Wage	\$22.53/hr.	\$30.99/hr.	\$10.53/hr.
Tasks	Consult health team Maint accurate record Modify pt. treatment Monitor care Monitor symptoms	Direct personnel Establish objectives Conduct hiring/train Implement org policy Conduct fiscal operat.	Administer treatments Answer pt. calls Prep patient for exam Clean rooms Serv./collect food tray
Knowledge*	Medicine Dentistry Biology Customer service Chemistry	Customer service Administration Management Human Resources English language	Customer service Medicine Dentistry Chemistry Therapy
Skills*	Speaking Service orientation Reading comprehens. Judgment Decision making	Active listening Reading comprehens. Critical thinking Speaking Monitoring	Service orientation Social perceptiveness Active listening Coordination Speaking
Abilities*	Oral expression Oral comprehension Problem sensitivity Written comprehens. Written expression	Oral comprehension Written comprehens. Problem sensitivity Oral expression Deductive reasoning	Oral comprehension Static strength Oral expression Written comprehens. Arm-hand steadiness

*Listed in order of importance.

For detailed information see O*Net OnLine: http://online.onetcenter.org/gen_search_page